

State Economic Data for Engaging in International Real Estate

2019

National Association of REALTORS® Research Group

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Washington



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Foreign residential and commercial buyers are an important niche market for REALTORS®.

According to the *2018 National Association of REALTORS® Profile of International Activity in U.S. Residential Real Estate*, **foreign buyers purchased \$121 billion of residential property during April 2017—March 2018**, or eight percent of the \$1.6 trillion of total existing home sales during the same period.

The *2019 Commercial Real Estate International Business Trends* reported **\$4.8 billion in commercial transactions with foreign clients in 2018** among REALTORS® typically engaged in commercial transactions of less than \$1 million per transaction.

The continued expansion of trade and investment among countries and the accompanying mobility and migration of people opens greater opportunities for transacting with international clients. This Report provides state-level economic data that can be used to enhance the knowledge and expertise of those seeking to conduct and assist international real estate transactions with non-U.S. residents and recent immigrants to the United States.

More data and information on residential, commercial, and global resources can be found at:

<https://www.nar.realtor/research-and-statistics>

<https://www.nar.realtor/commercial-investment-real-estate>

<https://www.nar.realtor/international-real-estate>

For inquiries, email us at Data@realtors.org.

Global Integration Indicators

Washington

1,060,153 Foreign Born Population in 2017

14% *Percent of Population*

14% *vs. Percent of Population, U.S.*

1,364,520 Non-immigrant Admissions in 2017

18% *Percent of Population*

24% *vs. Percent of Population, U.S.*

\$126,897 Total Exports and Imports in 2017 (million U.S. dollars)

24% *Percent of State Gross Domestic Product*

20% *vs. Percent of Gross Domestic Product, U.S.*

116 Employment of Majority-Owned U.S. Affiliates in 2016 (thousands)

4% *Percent of Nonfarm Employment*

5% *vs. Percent of Nonfarm Employment, U.S.*

Table 1. Population By Place of Birth in 2017

	Washington	U.S.
Total Population, by Place of Birth	7,405,743	325,719,178
Native /1	6,345,590	281,193,323
Foreign-Born /2	1,060,153	44,525,855
Naturalized	507,513	21,948,732
Not a U.S. Citizen	552,640	22,577,123
Percent, Foreign-Born	14%	14%

/1 The U.S. Census Bureau uses the terms native and native born to refer to anyone born in the U.S., Puerto Rico, a U.S. Island Area, or abroad of a U.S. citizen parent or parents.

/2 The U.S. Census Bureau uses the term foreign born to refer to anyone who is not a U.S. citizen at birth, naturalized U.S. citizens, lawful permanent residents (immigrants) present in the U.S., temporary migrants such as foreign students), humanitarian migrants (such as refugees and asylees), and persons illegally present in the United States.

Source: U.S. Census Bureau, ACS 2017, 1-year estimates, Table DP02

Table 2. Foreign-Born Population in 2017

	Washington	U.S.
Total Foreign-born Population, Excl. Born at Sea	1,060,153	44,525,458
Born in Europe	153,326	4,818,662
Born in Asia	471,344	13,907,844
Born in Africa	63,411	2,293,028
Born in Oceania	13,453	263,965
Born in Latin America	312,932	22,425,056
Born in Northern America	45,687	816,903

Source: U.S. Census Bureau, ACS 2017, 1-year estimates, Table DP02

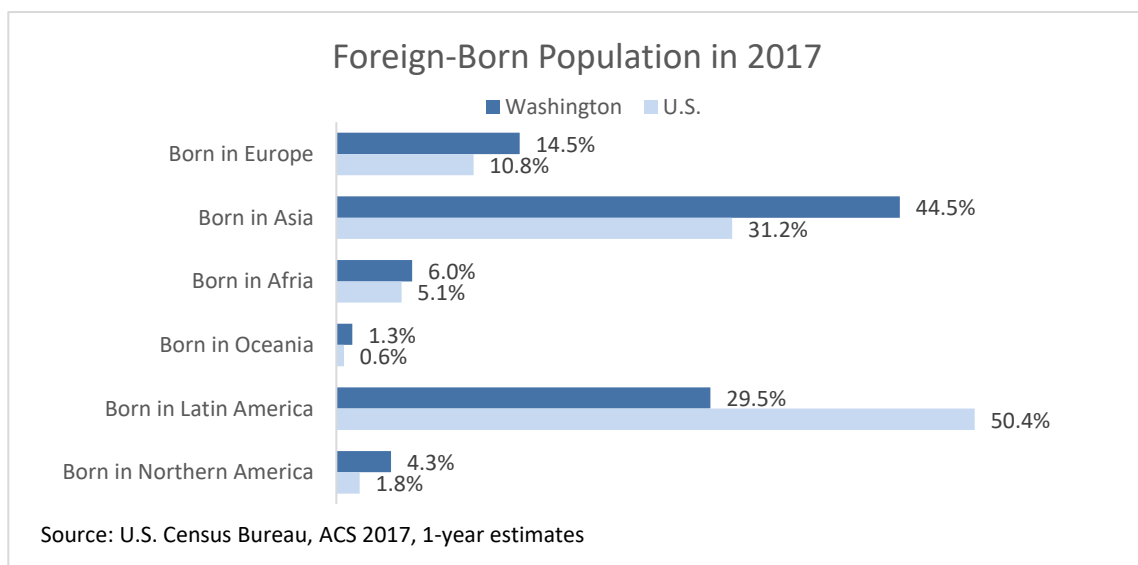


Table 3. Unemployment Rate in 2012-2017

	Washington	U.S.
Total Population	6.0	6.6
Native	6.2	6.7
Foreign-Born	5.3	5.8
Naturalized	4.5	4.8
Not a U.S. Citizen	6.0	6.6

Source: U.S. Census Bureau, ACS 2010-2014, 5-year estimates, Table S0501

Table 4. Educational Attainment in 2012-2017

	Washington	U.S.
Percent With Bachelor's Degree		
Total Population, 25 years and over	21.7	19.1
Native	22.2	19.6
Foreign-Born	19.5	17.0
Naturalized	22.3	20.6
Not a U.S. Citizen	16.7	13.3
Percent With Graduate or Professional Degree		
Total Population, 25 years and over	12.7	11.8
Native	12.2	11.6
Foreign-Born	15.2	12.7
Naturalized	15.0	14.5
Not a U.S. Citizen	15.3	10.7

#N/A - Data not available

Source: U.S. Census Bureau, ACS 2012-2017, 5-year estimates, Table S0501

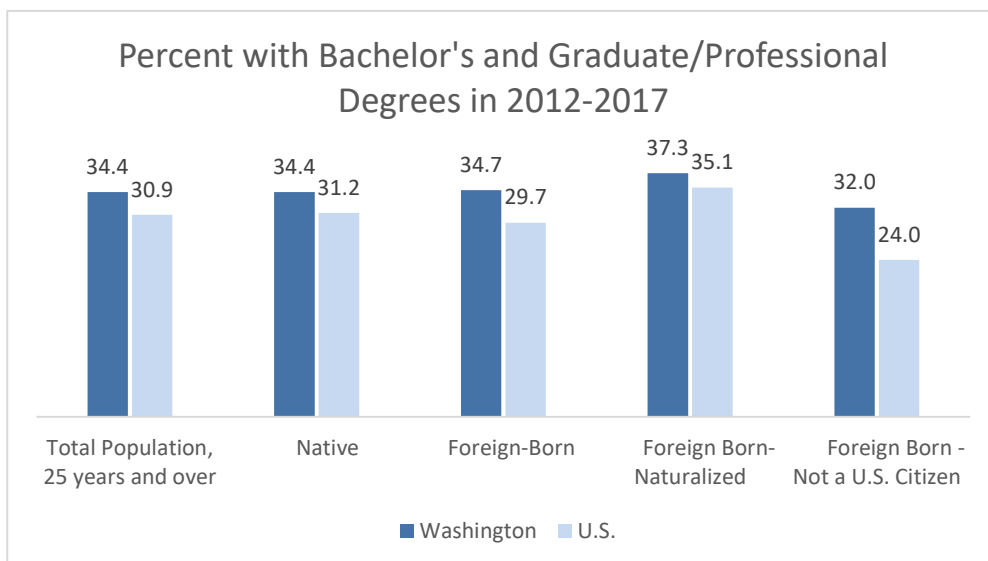


Table 5. Home Ownership and Median Household Income in 2012-2017

	Home Ownership Rate (in %)	Median HH Income (in \$)
Washington		
Total	62.7	66,174
Native	64.2	66,964
Foreign Born	53.9	61,270
Naturalized	67.9	69,109
Not a U.S. Citizen	37.5	52,999
U.S.		
Total	63.8	57,652
Native	65.9	58,432
Foreign Born	51.7	53,420
Naturalized	65.5	63,346
Not a U.S. Citizen	33.9	43,612

#N/A - Data not available

Source: U.S. Census Bureau, ACS 2012-2017, 5-year estimates, Table S0501

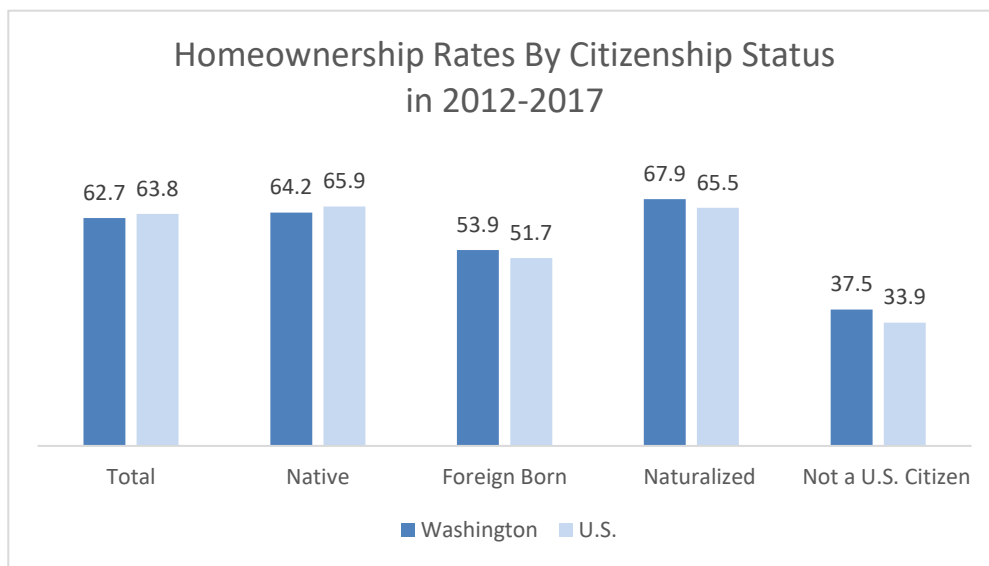
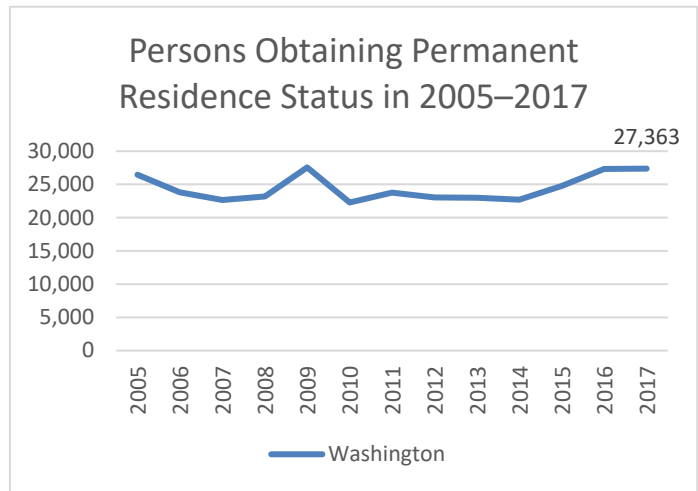


Table 6. Persons Obtaining Permanent Residence Status

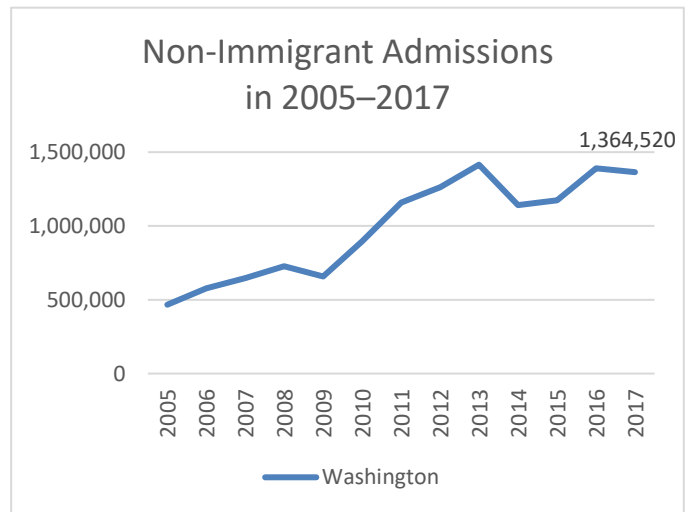
	Washington	U.S.
2005	26,480	1,122,257
2006	23,803	1,266,129
2007	22,657	1,052,415
2008	23,170	1,107,126
2009	27,562	1,130,818
2010	22,283	1,042,625
2011	23,789	1,062,040
2012	23,060	1,031,631
2013	22,994	990,553
2014	22,710	1,016,518
2015	24,765	1,051,031
2016	27,304	1,183,505
2017	27,363	1,127,167



Source of data: Department of Homeland Security Yearbook of Immigration Statistics, Table 4.

Table 7. Non-immigrant Admissions

	Washington	U.S.
2005	466,718	32,003,435
2006	578,192	33,667,328
2007	646,458	37,149,651
2008	726,762	39,381,928
2009	658,957	36,231,554
2010	895,444	46,471,516
2011	1,158,160	46,471,516
2012	1,262,020	53,887,286
2013	1,415,063	61,052,260
2014	1,141,456	74,930,606
2015	1,174,095	76,638,236
2016	1,390,331	76,786,751
2017	1,364,520	77,643,267



Source of data: Department of Homeland Security Yearbook of Immigration Statistics, Table 30.

Table 8. Non-immigrant admissions (I-94 only)

	2013	2014	2015	2016	2017
Business Traveler, Visa waiver /1	511,544	437,673	444,797	450,571	468,391
Business Traveler, Other /2	744,686	544,523	563,652	748,906	689,209
Students and exchange visitors/3	48,943	57,107	60,013	63,346	65,299
Temporary workers and families/4	89,546	78,969	82,312	103,700	117,768
Diplomats/other representatives/5	6,941	10,476	11,032	12,181	13,406
All other classes	10,750	11,138	10,893	9,914	8,756
Unknown	8	1,570	11,138	1,713	1,691
Washington	1,412,418	1,141,456	1,183,837	1,390,331	1,364,520
U.S.	61,052,260	74,930,606	76,638,236	76,786,751	77,643,267

¹ Includes GB, GMB, GT, GMT, WB, and WT admissions.

² Includes B1, B2 and a limited number of Border Crossing Card (BCC) admissions.

³ Includes principals, spouses, and children (F, J, M admissions).

⁴ Includes principals, spouses, and children (CW1, E, H, I, L, O, P, Q, R, TD and TN admissions).

⁵ Includes principals, spouses, and children (A, G, N admissions).

Notes:

Admissions represent counts of events, i.e., arrivals, not unique individuals.

The majority of short-term admissions from Canada and Mexico are excluded.

Source: U.S. Department of Homeland Security, Yearbook of Immigration Statistics, Table 30.

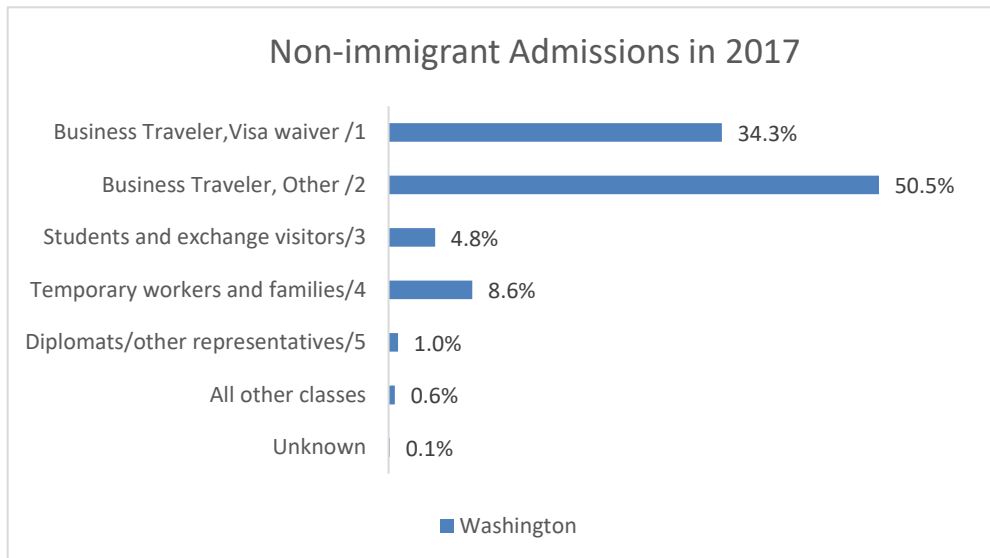
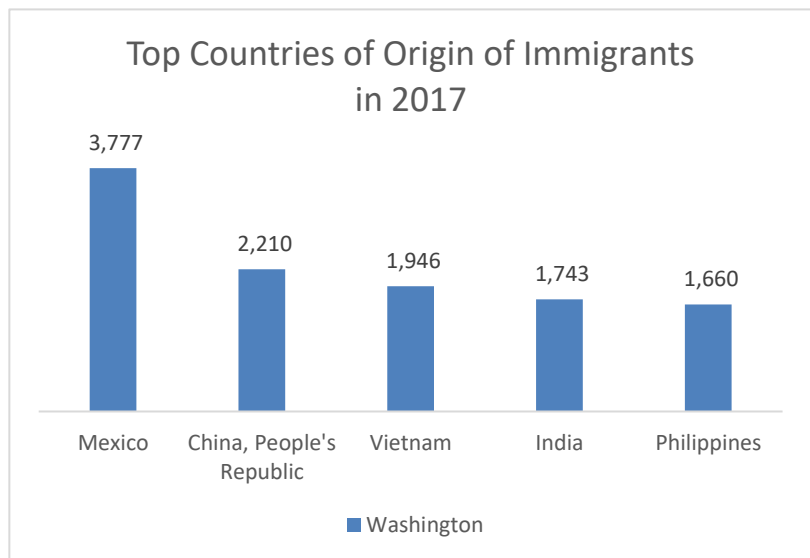
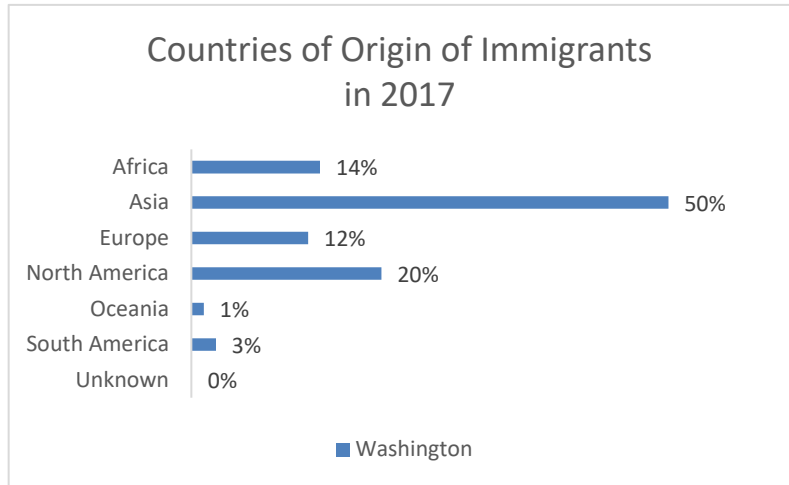


Table 9. Immigration by Origination Region and Country in 2017

REGION	
Total	27,363
Africa	3,709
Asia	13,738
Europe	3,365
North America	5,471
Oceania	361
South America	706
Unknown	13
COUNTRY	
Total	27,363
Mexico	3,777
China, People's Republic	2,210
Vietnam	1,946
India	1,743
Philippines	1,660
Ethiopia	1,192
Ukraine	996
Afghanistan	940
Canada	786
Korea, South	766
Iraq	594
Iran	509
Russia	509
Somalia	393
Kenya	361
United Kingdom	351
Cambodia	336
Nepal	330
Pakistan	281
Taiwan	262
El Salvador	257
Brazil	256
Moldova	255
Japan	238
Thailand	230
Egypt	217

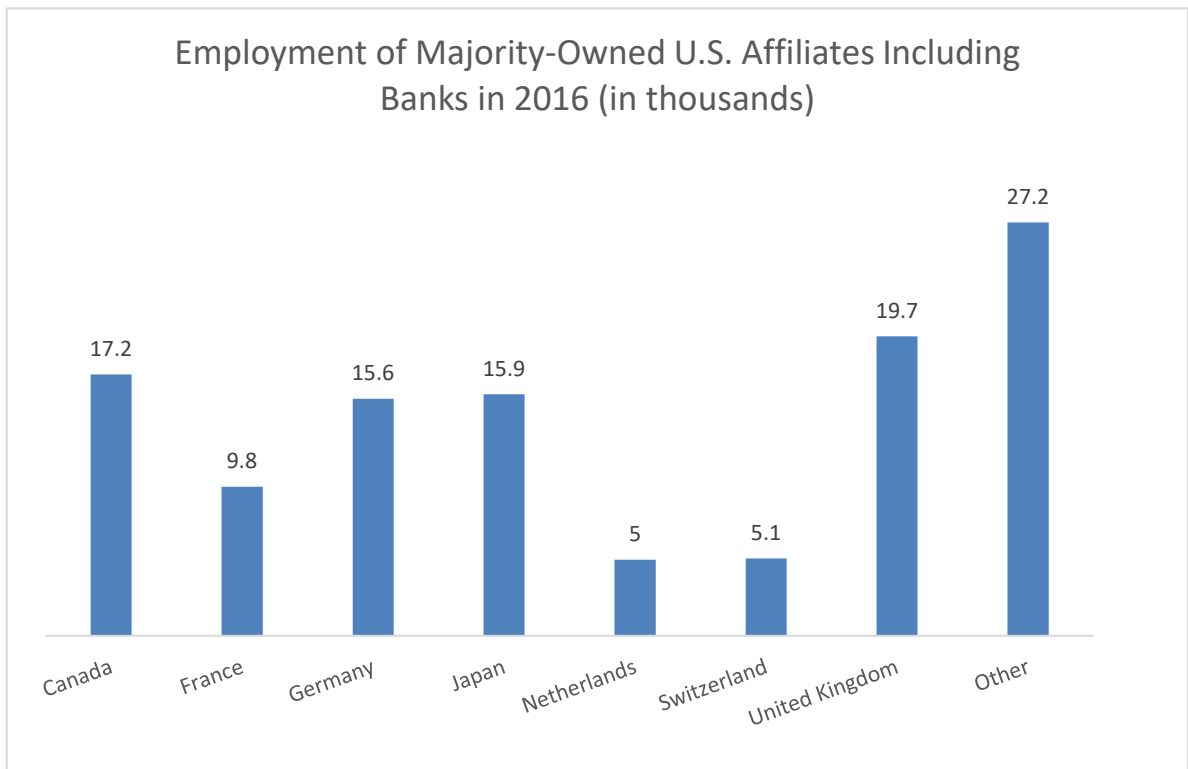


D-Data withheld to limit disclosure

Source: U.S. Department of Homeland Security

Yearbook of Immigration Statistics, 2017, Supplemental Table 1.

Table 10. Employment of Majority-Owned U.S. Affiliates of Foreign Multinational Companies



Source: US Bureau of Economic Analysis

Table 11. Top 25 Export Destinations of the State Based on 2015 Dollar Value (in Millions)

Country	2018 Dollar Volume	Percent Share
World	77,700	4.7
Top 25	66,300	85.3
China	16,001	20.6
Canada	9,065	11.7
Japan	6,089	7.8
Korea, South	4,582	5.9
United Kingdom	4,045	5.2
Taiwan	2,298	3.0
Mexico	2,140	2.8
United Arab Emirates	2,081	2.7
India	1,839	2.4
Ireland	1,820	2.3
Australia	1,568	2.0
Qatar	1,549	2.0
Russia	1,445	1.9
Netherlands	1,442	1.9
Philippines	1,431	1.8
Turkey	1,035	1.3
Ethiopia	986	1.3
Israel	962	1.2
Bahrain	903	1.2
Vietnam	902	1.2
Singapore	887	1.1
France	828	1.1
Germany	824	1.1
Oman	817	1.1
Poland	763	1.0

Source: U.S. Census Bureau, State Trade Data by Country

The world export share is the state's share to total US exports to the world.

The top 25 share is the fraction of the state's exports that go to the top 25 countries.

Each country's share is the fraction of the state's exports that go to that country.

Table 12. Top 25 Import Origins of the State Based on 2018 Dollar Value (in Millions)

Country	2018 Dollar Volume	Percent Share
World	54,395	2.1
Top 25	51,681	95.0
China	16,359	30.1
Canada	13,585	25.0
Japan	6,268	11.5
Korea, South	1,982	3.6
Mexico	1,532	2.8
Russia	1,304	2.4
Taiwan	1,255	2.3
Vietnam	1,250	2.3
Germany	911	1.7
Indonesia	688	1.3
Malaysia	641	1.2
France	571	1.1
Thailand	550	1.0
Brazil	505	0.9
United Kingdom	496	0.9
India	482	0.9
Argentina	478	0.9
Italy	461	0.8
Netherlands	432	0.8
Australia	406	0.7
Saudi Arabia	397	0.7
Philippines	322	0.6
New Zealand	276	0.5
United Arab Emirates	272	0.5
Singapore	259	0.5

Source: U.S. Census Bureau, State Trade Data by Country

The world import share is the state's share to total US imports from the world.

The top 25 share is the fraction of the state's imports from the top 25 countries.

Each country's share is the fraction of the state's imports from that country.